



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday February 5, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are noted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – January 6, 2009
- 3.0 Unfinished Business
 - 3.1 Continued Discussion Regarding Course Monitor Responsibilities
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Sussex County Association of Realtors
 - 4.2.1.1 Course Title: How to Recover from a Flood (Understanding Water Migration Techniques)
Credit Hours: 3
 - 4.2.1.2 Course Title: Intro to Hewlett-Packard 12-C Financial Calculator
Credit Hours: 6
 - 4.2.1.3 Course Title: Procuring Cause
Credit Hours: 3
 - *4.2.1.4 Course Title: Real Property – Long Term/Short Term Rentals
Credit Hours: 3
 - *4.2.1.5 Course Title: At Home with Diversity
Credit Hours: 3

4.2.2 Course Provider: Delaware School of Real Estate

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|---------|---------------|---|
| 4.2.2.1 | Course Title: | The Code of Ethics – The Promise of Professionalism |
| | Credit Hours: | 3 |
| 4.2.2.2 | Course Title: | Understanding the Agreement of Sale |
| | Credit Hours: | 3 |
| 4.2.2.3 | Course Title: | Sales Licensee Core Course |
| | Credit Hours: | 3 |

4.2.3 Course Provider: Omega Real Estate School

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|---------|---------------|---------------------------------|
| 4.2.3.1 | Course Title: | Real Estate Prelicensing Course |
| | Credit Hours: | 99 |
| 4.2.3.2 | Course Title: | Let's Get it Right |
| | Credit Hours: | 3 |

4.2.4 Course Provider: Kent County Association of REALTORS

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|---------|---------------|-------------------------------------|
| 4.2.4.1 | Course Title: | Affordable Housing Finance in a Box |
| | Credit Hours: | 3 |

4.2.5 Course Provider: JP Morgan Chase Bank NA/Chase Home Lending

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|---------|---------------|--|
| 4.2.5.1 | Course Title: | Affordable Housing Finance in a Box: FHA, RHS, and DSHA for Realtors |
| | Credit Hours: | 3 |

*4.2.6 Course Provider: Frederick Academy of Real Estate

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|---------|---------------|---|
| 4.2.6.1 | Course Title: | Agency: The Times they are a Changing |
| | Credit Hours: | 3 |
| 4.2.6.2 | Course Title: | Environmental Issues |
| | Credit Hours: | 3 |
| 4.2.6.3 | Course Title: | Risk Management |
| | Credit Hours: | 3 |
| 4.2.6.4 | Course Title: | Understanding the New Bankruptcy Reform Act |
| | Credit Hours: | 3 |

*4.2.7 Course Provider: Ward & Taylor LLC

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| 4.2.7.1 | Course Title: | Differences Between DE & PA Real Estate Transactions |
| | Credit Hours: | 3 |
| 4.2.7.2 | Course Title: | Hot Topics in Real Estate |
| | Credit Hours: | 3 |

*4.2.8 Course Provider: Association of Realtors School

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|---------|---------------|-----------------------------------|
| 4.2.8.1 | Course Title: | E-Buyer |
| | Credit Hours: | 7 |
| 4.2.8.2 | Course Title: | Flips, Frauds and Foreclosures |
| | Credit Hours: | 3.5 |
| 4.2.8.3 | Course Title: | Green Designation |
| | Credit Hours: | 12 |
| 4.2.8.4 | Course Title: | Real Estate Finance |
| | Credit Hours: | 30 |
| 4.2.8.5 | Course Title: | Real Estate Sales |
| | Credit Hours: | 30 |
| 4.2.8.6 | Course Title: | Valuation of Residential Property |
| | Credit Hours: | 30 |

4.3 Review of Instructor Applications

4.3.1 Ruth Vella

Continuing Education: Legislative Update/Salesperson Core Course/Broker
Core Course/DREC Property Management Course/Professional
Enhancement: Closing Techniques/Using Single Family Homes for

Investment/Getting the Transaction to Settlement/ Nonverbal Sales
Strategies & Effective Listening Techniques/Obtaining and Retaining
Listings/Agony & Ecstasy of Co-Broking
Pre-Licensing Course: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Real Estate
Documents/Valuing Real Property/Ethics/Legal and Governmental
Aspects of Real Estate/Real Estate Investment

- 4.3.2 George Brancati
 - Continuing Education: Salesperson Core Course
 - Pre-Licensing: Real Estate Law
- 4.3.3 Matthew Odachowski
 - Continuing Education: Professional Enhancement: Water
Restoration/Fire/Mold/Disaster Clean-up
- 4.3.4 Bonnie Sheer
 - Pre-Licensing: Real Estate Law
 - Broker's Course: Real Estate Documents/Legal and Governmental Aspects
of Real Estate
- 4.3.5 Cathleen Pettee
 - Continuing Education: Professional Enhancement: Affordable Lending and/or
FHA & VA Lending
- *4.3.6 Carol Martin
 - Continuing Education: Legislative Update/ Fair Housing Law/Real Estate Ethics
or Professional Standards/Agency Relationships and Responsibilities/
Salesperson Core Course
 - Pre-Licensing: Orientation/Real Estate Sales
 - Broker's Course: Brokerage (Sales Management)
- *4.3.7 Joseph Summers
 - Continuing Education: Real Estate Ethics or Professional Standards/Agency
Relationships and Responsibilities/Salesperson Core Course/Broker Core
Course/Property Management Courses
 - Pre-Licensing: Orientation/Real Estate Sales/Real Estate Mathematics
 - Broker's Course: Brokerage (Sales Management)/Real Estate Documents/
Valuing Real Property/Financing/ Real Estate Investment/Ethics/
Mathematics
- *4.3.8 Laura Lord
 - Continuing Education: FHA Loans/Delaware State Housing Authority Bond
Program/Rural Housing Loans
- *4.3.9 Sharon Palmer
 - Continuing Education: Professional Enhancement: Rental Agent Road to
Success I/ Rental Agent Road to Success II/Landlord Tenant/Property
Management/Real Property – Short Term Rentals
- *4.3.10 Sherri Vandyke
 - Continuing Education: Professional Enhancement: How to Recover from Flood
(Understanding Water Mitigation Techniques)
- *4.3.11 Thomas Morse
 - Continuing Education: Professional Enhancement: How to Recover from Flood
(Understanding Water Mitigation Techniques)

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Kenneth Schatz
 - Activity Title: Legal, Ethics, Fair Housing (Maryland CE)
 - Credit Hours: 7.5

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| 4.4.2 | Student Name: | David Whittington Jr. |
| | Activity Title: | Ethics, Predatory Lending, Flipping Seminar (Maryland CE) |
| | Credit Hours: | 3 |
| 4.4.3 | Student Name: | Guy Alosa Jr. |
| | Activity Title: | Taxation and Due Process of Law |
| | Credit Hours: | 3 |
| 4.4.4 | Student Name: | Guy Alosa Jr. |
| | Activity Title: | Flips, Frauds and Foreclosure |
| | Credit Hours: | 3 |
| 4.4.5 | Student Name: | Guy Alosa Jr. |
| | Activity Title: | Taxation for the Real Estate Professional |
| | Credit Hours: | 3 |
| 4.4.6 | Student Name: | Guy Alosa Jr. |
| | Activity Title: | Taxation for the Real Estate Professional |
| | Credit Hours: | 3 |
| *4.4.7 | Student Name: | David Schatz |
| | Activity Title: | Representing the E-Buyer |
| | Credit Hours: | 7 |
| *4.4.8 | Student Name: | Marni Schatz |
| | Activity Title: | Mortgage Fraud |
| | Credit Hours: | 7 |
| *4.4.9 | Student Name: | Kenneth Schatz |
| | Activity Title: | Mortgage Fraud |
| | Credit Hours: | 7 |
| *4.4.10 | Student Name: | Pamela Cox |
| | Activity Title: | "Marketing & Selling Successfully to the Changing Marketplace" |
| | Credit Hours: | 7 |
| *4.4.11 | Student Name: | Pamela Rivera |
| | Activity Title: | "Marketing & Selling Successfully to the Changing Marketplace" |
| | Credit Hours: | 7 |
| *4.4.12 | Student Name: | Karen Sieber |
| | Activity Title: | "Marketing & Selling Successfully to the Changing Marketplace" |
| | Credit Hours: | 7 |
| *4.4.13 | Student Name: | Don Dworkin |
| | Activity Title: | Environmental Issues to Include Lead Based Paint, Radon, Mold and Asbestos |
| | Credit Hours: | 3 |
| *4.4.14 | Student Name: | Don Dworkin |
| | Activity Title: | Maryland Code of Ethics, Flipping and Predatory Lending |
| | Credit Hours: | 3 |

4.5 Election of Officers

5.0 Correspondence

*5.1 Review Fax from Elaine Cerrato Regarding Maryland Short Sales Seminar

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – March 5, 2009, 9:30 a.m.

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.